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ABSTRACT

Test items for the introduction to psychology and leadership course (see the final reports which summarize the course development project, EM 010 418, EM 010 419, and EM 010 484) which were compiled as part of the project documentation and which are coordinated with the text-workbook on individual behavior (EM 010 421, EM 010 422, EM 010 423, EM 010 453, EM 010 466, and EM 010 502) are provided in this document. Progress check items with answer sheets, research pretest items, and unused items are included for criterion referenced test items, and cumulative posttest items with content references comprise research norm referenced items. EM 010 420 through EM 010 447 and EM 010 451 through EM 010 512 are related documents. (SH)

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UNITED STATES NAVAL ACADEMY

INTRODUCTION TO PSYCHOLOGY AND LEADERSHIP

TEST ITEM POOL

PART II

INDIVIDUAL BEHAVIOR

VOLUME I

EM010 450

Westinghouse Learning Corporation
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INTRODUCTION

The test items included in this book have been prepared for use in the course, An Introduction to Psychology and Leadership. They have been compiled as part of the project documentation. Additionally, some instructors may find them of use in preparing their own quizzes and tests. The Table of Contents on the next page indicates the classification of the test items within segments. The Progress Check answers are identified by a title page. The research pretest items are identified by the word PRE in the upper right hand corner of the page. The unused items on which there are no data are identified by their enclosure in the rectangular box. The research norm referenced test items are identified by the acronym CPT in the top right corner of each page.

For those unfamiliar with the differences between criterion referenced items and norm referenced items, the following is briefly offered. Criterion referenced items test learning of specific objectives. Students are expected to perform quite well on these items if they have adequately used the instructional materials. Their relationship to the terminal and enabling objectives are referenced for each. A norm referenced item should display more discrimination power, i.e., they are expected to reflect the distinctions between students who have depth of knowledge as opposed to those who have a superficial knowledge. Since they do more than merely test objectives, they should be used cautiously since it would not be unusual or unfavorable for a large percentage of students to choose incorrectly in answering this type of item.

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ED 071307

United States Naval Academy

INTRODUCTION TO PSYCHOLOGY AND LEADERSHIP

PART TWO

INDIVIDUAL BEHAVIOR

Segment I

Introduction to Psychology

Progress Check

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WESTINGHOUSE LEARNING CORPORATION

Annapolis, Maryland

1971

INTRODUCTION TO PSYCHOLOGY

PROGRESS CHECK

Question 1.

An early school of psychology concerned itself with the study of the total behavior and experience of the individual and the function served by this behavior in an individual's adjustment to his environment.

Select the name usually given to this approach to psychology.

a. Behaviorism
b. Structuralism
c. Empiricism
d. Functionalism

Question 2.

A prominent school of psychology stressed that if psychology was to be considered a truly empirical science, it should concern itself only with observable and testable behavior.

Select the name usually given to this approach to psychology.

a. Structuralism
b. Functionalism
c. Empiricism
d. None of the above

Question 3.

If one resorts to using half-truths in explaining behavior, the effect is likely to be:

a. An acceptable set of generalized, non-stereotyped inferences

b. Widespread unwillingness to accept the explanation because half-truths have insufficient validity to be taken as truth

c. A wide acceptance of the half-truths as truths and a deterence from further investigation of the subject

d. An acceptance of general folklore as truth and a deterence of further generalization

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Question 4.

Select the statement which explains the existence of half-truths concerning human behavior.

a. Many psychologists are trained so thoroughly that their ability to communicate is impaired.

b. Behavior theory is generally abstract, and permits students to reach erroneous conclusions.

c. Many people overgeneralize after only casual observation of behavior.

d. Behavior theory, by its nature, is extremely nebulous, and accurate conclusions are becoming increasingly difficult to establish.

Question 5.

Select the phrase which best completes the following sentence.

The difference between psychology and psychiatry is that:

a. Psychology is the study of the mind, thought, and feelings, while psychiatry is the study of the behavior of organisms.

b. Psychology is an outgrowth of medicine and psychiatry is an academic discipline.

c. Psychology is the study of the behavior of organisms, and psychiatry is the study of the mind, thoughts, and feelings.

d. Psychology is a more narrow approach to behavior than is psychiatry.

Question 6.

Which of the following best describes the defining attributes of psychology?

a. Cognition, abnormality, and characteristic psychoses.

b. A systematized body of knowledge which can be taught with behavior representing the main subject because it alone can be observed, recorded and studied.

c. Emphasis on animal behavior studies as the foundation for developing an understanding of behavior.

d. Mind, thoughts, and feelings are the basis of behavior, and social interaction is the vehicle used by psychologists to reach individuals.

Question 7.

Select the phrase which best completes the following sentence.

It is valuable for a midshipman to study human behavior in a leadership course because:

a. Mission accomplishment is based on the correct application of learned psychological principles.

b. An understanding of human behavior is a universal criterion utilized by promotion boards.

c. An understanding of human behavior can lead to more efficient and more effective leadership and mission accomplishment.

d. An understanding of human behavior enhances the character of the officer concerned.

Question 8.

Select the words which correctly complete the following sentence.

Psychiatry is a direct outgrowth of _____, and is concerned with _____ disorders.

a. Psychology, social

b. Sociology, physical

c. Anthropology, emotional

d. Medicine, mental

Question 9.

Select the statement which identifies why an officer should be able to explain human behavior.

a. An officer can provide more professional psychological advice to his men.

b. An officer can better identify those statements about human behavior which are over-generalizations of half-truths.

c. An officer can devise more sophisticated methods of coercing his men to act in an abnormal manner.

d. An officer will be promoted faster if he can apply modern psychological methods to the leadership techniques generally found in the Armed Forces.

Question 10.

Select the statement which identifies a benefit derived from the leader's ability to influence human behavior.

a. The leader's ability to influence human behavior will gain the attention of his superiors who will consider him for more interesting and challenging assignments.

b. The leader's ability to influence human behavior will result in deficient training techniques, thereby endangering the lives of many men who are attempting to accomplish a routine mission.

c. The leader's ability to influence human behavior can result in the more efficient, effective accomplishment of his mission.

d. All of the above

PROGRESS CHECK ANSWER AND REMEDIATION FORM

PART Two SEGMENT I

REMEDIATION TEXT Syndactic Text - VOL II-A

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1	d	Summary 1, Page 3
2	d	Summary 1, Page 3
3	c	Summary 2, Page 19
4	c	Summary 2, Page 18-19
5	c	Summary 3, Page 29
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PROGRESS CHECK ITEM AND OBJECTIVE MATRIX

MARCH 1971

Part Two Segment I

ITEM NO.	T. O.	E. O.
1	1	1
2	1	1
3	2	1
4	2	
5	3	
6	3	1
7	4	
8	3	2
9	4	1
10	4	2

Question 44.

Select the statement below which BEST describes the defining attributes of psychiatry.

a. The defining attributes of psychiatry are: Freudian methods of experimentation, thought processes, and their resulting behavioral patterns.

b. The defining attributes of psychiatry are as follows: direct outgrowth of Renaissance alchemy, and medical adaptations of psychological theory.

c. Some of the defining attributes of psychiatry include: direct outgrowth of medicine; concerned with mental disorders, with the primary subject constituted by the mind, thoughts, and feelings.

d. Some of the defining attributes of psychiatry include: attempts to treat mental disorders through the exclusive use of drugs and analysis, with the success of treatment depending on the patient's attitude.

Ans. c, Ref. 2.1, TO-3/EO-2

PART 2 SEGMENT 1

T. O. Number	TEST ITEM
1	From the statements below, select the one which best discusses the historical evolution of psychology toward an empirically-based science. a. The study of psychology can be traced to early man, and his first attempts to verbalize his innermost thoughts and feelings. Since man is by nature determined to form judgements about others, individuals found it necessary to develop a coherent system for analysis. Psychology developed an empirical basis as speedily as other physical sciences. b. The study of psychology, although not known as such, began with early man's attempts to better understand himself. Renaissance science developed more scientific techniques which were applied to psychology as well as other sciences. Later, emphasis shifted to a physiological approach; next a combination approach known as psychophysics. The real progress toward empiricism occurred with the development of various schools of psychology: the structuralist, functionalists, and behaviorists. c. Psychology has always been a science based on the intuitive powers of the experimental observer. Although psychologists have historically realized the importance of developing empirical techniques, they have been unsuccessful, mainly because their motives are misguided. They know that conclusions based on observations of behavior are completely subjective, but have persisted because they desire to establish psychology as an accepted scientific discipline. d. All of the above. correct answer: b

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
1	From the statements below, select the one which best discusses the historical evolution of psychology toward an empirically-based science. a. The study of psychology is an ancient academic discipline. The early philosophers of Greece developed formal psychological study to conform with the empirical sciences of the day, such as sophisticated astronomy and medicine. b. Early steps toward the development of the modern attitude of respect for empirical evidence were taken during the 19th Century. Men such as Gustav Fechner made a real attempt, via a scientific approach, to study the relationship between sensation and the physical world. c. The empirical approach to psychology did not begin until Sigmund Freud popularized psychiatry in the early 1920's. Until that time, scientists scoffed at the idea that empirical methods might be applied to the study of human behavior. d. The evolution of empirically-based psychology has been gradual and extremely cautious. The early philosophers discussed psychological principles while maintaining a definite level beneath that of the other sciences. Today psychology is still largely intuitive observation, rather than the systematic collection of relevant data. correct answer: b

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
1 (EO-1)	The Structuralists were the first major school of psychologists. From the statements below, select the one which best defines the theory of structuralism. a. Structuralism is a causation theory which states that all complex substances can be studied in a chronological way. It begins with a basic assumption and follows it through to completion. b. Structuralism states that all complex substances are analagous to all other known phenomenon, therefore a deductive system of comparison should be utilized in studying human behavior. c. Structuralism is a theory which states that all complex substances can be analyzed into component elements. The mind is considered a structure made up of elementary sensations. d. Structuralism is a theory which states that inductive logical method is applicable to the study of the human mind. This is possible because only humans are capable of articulating their experiences. correct answer: c

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
2	Select the statements below which identify the causes for the existence of half-truths concerning human behavior. 1. Many people do not pay attention to significant data or events. 2. There is an abundance of conflicting theory among both clinical and research psychologists. 3. Most psychological theory on human behavior is irrelevant to today's world. 4. Being amateur observers, many people have mistaken opinions which are based on inaccurate observations. a. 2 and 3. b. 1 and 3. c. 1 and 4. d. 2 and 4. correct answer: c

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
2 (EO-1)	From the statements below, select the best description of the effect of the use of half-truths in explaining behavior. a. Half-truths acquire the properties of labels, and when commonly used to describe behavior, they deter further investigation of the subject. b. Half-truths generally have little effect on explanations of behavior because psychologists are not susceptible to believing in vague conclusions. c. Half-truths can potentially undermine the understanding of human behavior because the academic community is accomplishing little in expunging them from discussion. d. Half-truths have little effect on explaining behavior because well-trained psychologists are given a course which educates them as to the most common half-truths in use. correct answer: a

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
3	Select the paragraph below which best describes the difference between psychology and psychiatry. a. Psychology is an outgrowth of medicine, and is concerned with both mental and physical disorders. The individual's mind is compared to the minds of others in his immediate family, or group. Psychiatry is a large body of systematized knowledge which is applied to groups rather than individuals. Psychiatric methods usually help to alleviate many problems confronting military leaders. b. Psychology is a science concerned with the study of individuals and their relationships with societal institutions. Psychiatry is an empirical science concerned with the study of individuals and their relationships with other individuals. c. Psychology is the science of the behavior of organisms. Behavior is the subject of psychology because it alone can be observed, recorded, and studied. Psychiatry is a direct outgrowth of medicine, and is concerned with mental disorders. The mind, thoughts, and feelings are the subjects of psychiatry. d. Psychology is the study of human and animal behavior. Without the pursuance of psychology, one cannot understand the mind, thoughts, and feeling of humans. Psychiatry delves into the mind and thoughts of both articulate animals and humans. With this knowledge, psychiatrists can predict behavior patterns. correct answer: c
REVISION_____DATE:	

PART 2 SEGMENT I

T. O. Number	TEST ITEM
3	Select the paragraph below which best describes the difference between psychology and psychiatry. a. Psychology is the science of the behavior of organisms. It is an empirically-based science of observed, recorded, and studied occurrences. Psychiatry differs in that it is an outgrowth of medicine which attempts to treat mental disorders. b. Psychology is not considered a science, while psychiatry is generally admitted to be empirically based. Psychiatric conclusions and treatment techniques can be explained scientifically, whereas psychology is considered inconclusive by most knowledgeable authorities. c. The only differences between psychology and psychiatry is that psychologists supply the psychiatrists with developed behavioral theory with which to treat mental disorders. The psychologists themselves rarely become involved in the treatment stage. d. The most significant difference between psychology and psychiatry is the nature of the training of psychologists and psychiatrists. Psychologists must attend medical school while psychiatrists do not. correct answer: a

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
3 (EO-1)	From the choices below, select the word combination which correctly completes the following sentence. Psychology is a large body of _____ knowledge which can be taught, and which is the best foundation for developing and understanding _____. a. coherent; conduct. b. related; philosophy. c. systematized; behavior. d. relevant; psychiatry. correct answer: c

REVISION_____DATE:

PART 2 SEGMENT 1

T. O. Number	TEST ITEM
3 (EO-1)	From the phrases listed below, select those which represent attributes of psychology. 1. A systematized body of knowledge which is an excellent secondary foundation for understanding human behavior. 2. Study of the mind, thoughts, and feelings. 3. A science of the behavior of organisms. 4. Study of behavior because it alone can be observed, recorded, and studied. a. 1 and 3. b. 2 and 3. c. 2 and 4. d. 3 and 4. correct answer: d

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
3 (EO-2)	From the statements below, select those which are defining attributes of psychiatry. 1. Subject is the mind, thoughts, and feelings. 2. Psychiatrists cure congenital mental disorders. 3. Psychiatry is an outgrowth of medicine concerned with mental disorders. 4. Psychiatry is the best foundation for developing and understanding behavior. a. 1 and 4. b. 1 and 3. c. 3 and 4. d. 2 and 4. correct answer: b

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
4	Select the paragraph below which best explains why it is valuable for a Midshipman to study human behavior in a leadership course a. A Midshipman should study human behavior in order to diagnose potential mental problems that may afflict his future subordinates. If he learns enough about psychology and psychiatry, he will increase his esteem within the Navy. b. By studying human behavior, a Midshipman is assured of exercising a greater degree of control over any situation which might arise during his naval career. The type of assignment he receives, staff or command, is of little consequence—knowledge of human behavior is indispendable in both. c. The study of human behavior is a prerequisite for the accomplishment of any and all missions that a Midshipman will eventually confront. If a Midshipman neglects this study, it does not really matter since he can always learn through experience. d. A Midshipman must study human behavior in a leadership course because knowledge and understanding of how and why individuals and groups act the way they do is fundamental to developing leadership ability. By detailed study, the Midshipman will learn to reject common overgeneralizations and half-truths about human behavior, and hopefully will apply his knowledge positively. correct answer: d

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
4 (EO-1)	Select the statement below which is not a purpose of acquiring the ability to explain human behavior. a. Leadership involves a definite relationship between an individual and a group; therefore, a leader must be able to explain human behavior. b. The ability to explain human behavior protects the leader from subscribing to overgeneralizations and half-truths regarding behavior. c. The ability to explain human behavior will make the leader more aware of his personal shortcomings, causing him to conceal his weaknesses more completely from his subordinates. d. None of the above. correct answer: c

REVISION_____DATE:

PART 2 SEGMENT I

T. O. Number	TEST ITEM
4 (EO-2)	Select the statement below which is <u>not</u> a benefit derived from the leader's ability to influence human behavior. a. The ability to influence behavior aids an officer in developing training procedures which simulate realistic conditions. b. The ability to influence human behavior aids an officer in solving problems which result from the normal interaction of the men in his command. c. The ability to influence human behavior aids an officer in diagnosing and treating the mental disorders of his men that result from the hardships of combat. d. The ability to influence human behavior aids an officer in developing motivational procedures, such as improving and maintaining morale within his unit. correct answer: c

REVISION_____DATE:

United States Naval Academy

INTRODUCTION TO PSYCHOLOGY AND LEADERSHIP

PART TWO

INDIVIDUAL BEHAVIOR

Segment II

Behavior and Its Observation

Progress Check

WESTINGHOUSE LEARNING CORPORATION

Annapolis, Maryland

1971

BEHAVIOR AND ITS OBSERVATION

PROGRESS CHECK

Question 1.

As Officer-Of-The-Deck, in port, you have received a relay of instructions to "Send the Captain's gig to the Pierpoint Landing."

1) You wonder where the gig crew is at this moment.

2) Your stomach tenses momentarily as you anticipate an "angry" Captain waiting for his gig which does not show up.

3) You verbally give the order "Call away the gig."

4) You continue with your routine duties.

How should you classify the foregoing examples of behavior (affective, covert or overt)?

a. 1 and 2 (covert), 2 (affective), 3 and 4 (overt)

b. 1 and 4 (overt), 2 (covert), 1 and 2 (affective)

c. 3 and 4 (affective), 1 and 4 (overt), 2 (covert)

d. 3 and 4 (overt), 2 (covert), 1 and 2 (affective)

Question 2.

You have noticed over a period of time that you have a tendency to become drowsy during the class periods which immediately follow lunch. These classes are important so you decide to take notice of the amount and kind of food which you eat for lunch, and see if you are still drowsy if you exercise immediately after lunch. You inquire of your classmates to see if they experience the same difficulties. You compare your observations with their observations.

Which type of observation had you employed?

a. Natural

b. Casual

c. Introspective

d. None of the above

Question 3.

Which of the following correctly defines the term "independent variable"?

a. An independent variable is a condition which the experimenter alters in the hope of producing a change upon the dependent variable.

b. An independent variable is a condition which the experimenter wishes to change by the introduction and manipulation of the dependent variable.

c. An independent variable is a condition which the experimenter keeps constant throughout the experiment.

d. None of the above

Question 4.

Identify the four components of the experimental method as they are exemplified below.

1) A company commander wishes to improve performance in blinker drills of all midshipmen 4/c of his company.

2) He decides to see what effect the knocking off of Plebe rates during training period would have on performance.

3) He ascertains that each midshipman gets the same amount of time for drills and is given identical instructions.

4) He records the number of errors made at each practice session, and notes the midshipmen's final performance at the blinker drill competition. He compares this record with the record of Plebes at previous blinker drill competitions, and sees what improvement, if any, has taken place.

a. 1 dependent variable, 2 independent variable, 3 observation, 4 control

b. 1 independent variable, 2 dependent variable, 3 control, 4 observation

c. 1 dependent variable, 2 independent variable, 3 control, 4 observation

d. 1 observation, 2 control, 3 dependent variable, 4 independent variable

Question 5.

MIDN Able indicates to his officer representative that he would like to attend Sunday evening make-up period of instruction. However, he fails to show up for the class.

Which of the following would constitute a good operational definition of the midshipman's behavior?

a. The midshipman displays intention-performance congruency.

b. The midshipman displays positive-performance incongruency.

c. The midshipman displays intention-performance incongruency.

d. None of the above

Question 6.

Which one of the following best illustrates an "operational definition" of "hunger"?

a. A subject displays hunger if he eats when food is presented after a specified period of food deprivation.

b. Hunger is a condition of the human body when there is great appetite or need for food.

c. This is any condition of an organism where there is great desire such as a "hunger after truth and justice."

d. Hunger is a form of behavior which can be identified as a longing, hankering, wishing, yearning, craving or coveting.

Question 7.

Examine the following situations.

1) The group of migratory birds took flight and headed south for the winter.

2) The midshipman put aside his books, assembled his homework, undressed, and quickly fell asleep when he went to bed.

3) You anticipate a traffic signal change, prepare to slow down, change your mind and move out when you notice in the rear-view mirror that a car is following too closely.

4) The sunrise at sea caused the ship to cast long shadows and created miniature rainbow colors in the spray as it broke from the swells.

Which one of the foregoing situations best describes the interaction of stimulus, organization, response and consequent feedback?

a. 1

b. 2

c. 3

d. 4

Question 8.

1) A pilot who is commencing a landing sequence finds an "unsafe" landing gear down indication.

2) He elects to take the field arresting gear.

3) He drops his hook and informs the tower of what he intends to do.

4) The tower controller clears him to land.

Match the above steps with the elements listed below.

A. Feedback

B. Stimulus

C. Organization

D. Response

Which is the correct set of answers?

a. 4-A, 1-B, 2-C, 3-D

b. 3-A, 4-B, 1-C, 2-D

c. 1-A, 4-B, 2-C, 3-D

d. 2-A, 3-B, 4-C, 1-D

Question 9.

Identify the best operational definition of adjustive behavior.

a. A person displays adjustive behavior when he adjusts the demands made upon him by biological and social needs.

b. A person displays adjustive behavior when, after making a response to a particular stimulus, as a result of which a change in the environment occurs which provides feedback, he modifies his future actions.

c. A person displays adjustive behavior when he responds to a stimulus and thereby changes his environment.

d. A person displays adjustive behavior through organization.

Question 10.

Which one of the following is the best definition of a response?

a. Anything a person says or does: A reaction to environmental conditions.

b. Any behavior-eliciting condition in the environment.

c. That component of a system which signals deviation of the output from a defined condition.

d. The covert process by which we assimilate and structure sensory information.

/II/RPF INTRODUCTION TO PSYCHOLOGY AND LEADERSHIP

PROGRESS CHECK ANSWER AND REMEDIATION FORM

PART Two SEGMENT II

REMEDIATION TEXT Audio Script - VOL II-A

ITEM	ANSWER	REMEDIATION REFERENCE
1	a	Pages 1-3
2	a	Pages 3-6
3	a	Page 7
4	c	Pages 7-9
5	c	Pages 13-14
6	a	Pages 11-15
7	c	Pages 16-19
8	a	Pages 16-19
9	b	Page 15
10	a	Pages 15-16
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PROGRESS CHECK ITEM AND OBJECTIVE MATRIX

MARCH 1971

Part Two Segment II

ITEM NO.	T. O.	E. O.
1	1	
2	2	
3	3	2
4	3	
5	4	2
6	4	
7	5	
8	5	
9	6	
10	6	1

Question 27.

Identify the correct definition of feedback mechanism.

(a) That component of a system which detects and signals deviation of the output from a defined condition

b. That component of a system which detects and signals output

c. That component of a system which detects and signals input

d. That component of the system which detects and signals deviation of input from a defined condition

Ans. a, Ref. 2.2, TO-6/EO-4

Question 71.

How should you classify (overt, covert, or affective) the following examples of behavior on the rifle range during Plebe Summer Indoctrination?

1) The officer-in-charge (OIC) of the rifle range gave the commands, "Ready on the right, ready on the left, all ready on the firing line."

2) The midshipmen on the firing line tensed as they anticipated moving into the sitting position to commence a string of rapid fire.

3) The rifle coaches wondered if the midshipmen would remember "right alignment and trigger squeeze" on record day.

4) The OIC of the rifle range made a composite report to the Commandant of Midshipmen of the summer marksmanship results.

a. 1 (overt), 2 and 3 (covert), 4 (affective)

b. 1 and 4 (covert), 2 (affective), 3 (overt)

c. 1 and 4 (overt), 2 (covert), 3 (affective)

d. 1 and 4 (overt), 2 (affective), 3 (covert)

Ans. d, Ref. 2.2, TO-I

PART 2 SEGMENT II

T. O. Number	TEST ITEM
1	SITUATION: You are the junior officer of the deck and receive a coded signal to "turn 90 degress right" while your destroyer is steaming in formation. 1. You reach for the code book to verify. 2. You wonder where the Captain told you he would be at this time. 3. Your muscles tense as you anticipate what your actions would be if you were the officer of the deck. 4. You furnish the signal to the Captain while the officer of the deck assumes full control of the ship maneuver sequence. How should you classify the foregoing examples of behavior (overt, covert and affective)? a. 1 and 2 (overt), 3 (covert), 4 (affective). b. 1 (overt), 2 and 3 (covert), 4 (affective). c. 1 and 4 (covert), 2 (covert), 3 (affective). d. 1 and 4 (covert), 2 and 3 (covert), 3 (affective). Answer: d
	REVISION_____ DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
1	SITUATION: The MIDN approaches a building where he will take the examination, and exhibits these behaviors: 1. Mentally reviews the scope of the examination. 2. Appears slightly worried about his preparation. 3. Salutes an approaching officer. 4. Anticipates the advantages of being an upperclassman. How should you classify the foregoing examples of behavior (covert, overt or affective)? a. 1 (affective), 2 and 4 (covert), 3 (overt). b. 1 and 3 (covert), 2 and 4 (affective). c. 1 and 4 (covert), 2 (affective), 3 (overt). d. 2 and 4 (affective), 3 (overt), 1 (covert). Answer: c

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
1 (EO-3)	Identify the correct definition of affective behavior: a. An emotional response which cannot be seen or cannot be inferred from overt behavior. b. An emotional response which is overtly reported or is inferred from other overt behavior, such as physiological changes. c. All behavior which can be observed by others, and some micro-motor behavior, such as muscle movement. d. All of the above. correct answer: b

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
2	SITUATION: As you continue on your way to the MIDN store, you encounter one of your classmates and observe that he is limping--presumably from an injured foot. At the midshipmen store you observe that they have stocked a new line of athletic equipment. You know your friends will all be interested and you make plans to tell them about what you saw. Which type of observational method had you employed? a. Introspective. b. Natural. c. Casual. d. All of the foregoing. Answer: c

REVISION_____ DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
2	SITUATION: You are the squad leader for a group of fourth-classmen. At a noon meal formation you observe that one of your group has not properly shined his shoes. You call that individual's attention to his unshined shoes and he tells you that someone stepped on his shoes while he was on his way to the formation, that it could not be helped. You find that excuse somewhat difficult to believe. Which type of observational method had you employed? a. Natural. b. Casual. c. Introspective. d. All of the above. Answer: b

REVISION_____ DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
2 (EO-1)	Which of the following correctly describes casual, natural and introspective methods of observation? a. Casual — Haphazard observation of what is going on around a person. Natural — Keen and persistent observation of what is going on around a person. Introspective — The observation of conscious processes and states of mind. b. Casual — Haphazard observation of what is going on around a person. Natural — Keen and persistent observation of states of mind and conscious processes. Introspective — The observation and analysis of what is going on around a person. c. Both of the above. d. None of the above. 2 correct answer: a

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
3	SITUATION: You are the executive officer of a DLG and notice that incoming recruits give evidence of unhappiness and lack of orientation. 1. You request and receive a sample psychological testing to confirm your observation. 2. You plan to use the experimental method for the problem. 3. Your plan to have division officers provide an orientation session to include orientation to military life and to the ship, was submitted, approved and implemented. 4. You monitor the attitudes of the incoming recruits to determine whether or not there has been significant change. Which one of the follqwing properly identifies the COMPONENTS of the experimental method from the foregoing example? a. 1 (independent variable), 2 (dependent variable). b. 3 (independent variable), 4 (dependent variable). c. 2 (independent variable), 4 (dependent variable). d. 3 (independent variable), 1 (dependent variable). Answer: d
	REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
3	SITUATION: You are a junior officer who supervises squad leaders of fourth-classmen. 1. You observe substandard table manners persist in the fourth-classmen after on-the-spot corrections were made. 2. You decide to apply the experimental method to the problem area. 3. You recommend to the first-classmen that they begin to use come-arounds and they immediately schedule sessions. 4. About seven days of come-arounds were then conducted while all other conditions remain normal. 5. You carefully check now to see if the table manners of the fourth-classmen meet prescribed standards. Which one of the following properly identifies the COMPONENTS of the experimental method from the foregoing example? a. 5 (control), 4 (independent variable), 3 (dependent variable). b. 2 (dependent variable), 4 (control), 5 (independent variable). c. 1 (dependent variable), 3 (independent variable), 4 (control). d. 1 (dependent variable), 2 (independent variable), 5 (control). Answer: c
	REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
4	SITUATION: Which one of the following BEST illustrates an "operational definition" of "thirst"? a. Thirst is a form of behavior which can be identified as a desire, wish, fancy, inclination, or longing. b. This is a condition wherein an organism has a great need such as a "thirst after equality." c. An individual displays thirst if he drinks water when it is presented after a specified period of water deprivation. d. Thirst is a condition of the human body where there is evidence of dehydration. Answer: c

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
4.	Which one of the following BEST illustrates an "operational definition" of "pleasure"? a. A behavior which "manifests happiness." b. Pleasure is a "week of carry-on." c. Behavior where there is "attraction-toward." d. The opposite of "pain." Answer: c

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
6 (EO-1)	Which one of the following is the BEST definition of a stimulus? a. Any behavior-eliciting antecedent. b. The caffeine present in coffee or tea. c. A reprimand administered by an admiral. d. A reaction to an unexpected, loud noise. Answer: a

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
6	Identify the elements in marksmanship practice which illustrate stimulus, organization, response and feedback. 1. The target rises. 2. The marksman thinks of the position he is going to take on the firing line. 3. The marksman fires. 4. The target appears with spotters. a. 1 = response, 2 = organization, 3 = feedback, 4 = stimulus b. 1 = organization, 2 = response, 3 = stimulus, 4 = feedback c. 1 = stimulus, 2 = organization, 3 = response, 4 = feedback d. 1 = stimulus, 2 = response, 3 = organization 4 = feedback correct answer: c

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
6 (EO-2)	Identify the correct definition of organization in the context of adjustive behavior: a. Organization is the process by which an organism responds to a stimulus. It is based on past experience, and the condition of the organism, and can be directly observed. b. Organization is the process by which sensory information is assimilated and structured, based on condition of the organism and past experience. Organization is always inferred, and can never be directly observed. c. Organization is the process by which sensory information is assimilated and structured. It can never be inferred and is always directly observable. d. Organization is the process by which past experience is assimilated with the condition of the organism. It can never be directly observed, and is always inferred. correct answer: b

REVISION_____DATE:

PART 2 SEGMENT II

T. O. Number	TEST ITEM
6 (EO-4)	Identify the correct definition of feedback mechanism. a. That component of a system which deviates from a defined condition. b. That component of a system which detects and signals output. c. That component of a system which detects and signals deviation of the output from a defined condition. d. That component of the system which detects and signals deviation of input from a defined condition. Correct answer: c
	REVISION_____DATE:

Question 23.

Match the terms listed below with the appropriate definition.

TERM	DEFINITION
1. Affective	A. Behavior which one cannot see
2. Covert	B. An emotional response which is inferred from observable behavior
3. Overt	C. Behavior which is not observable and cannot be inferred
	D. An emotional response which cannot be inferred from observable behavior
	E. Behavior which can be observed by others

a. 1-D, 2-C, and 3-B.

b. 1-B, 2-A, and 3-E.

c. 1-C, 2-D, and 3-B.

d. 1-A, 2-E, and 3-C.

Answer: b Ref. CO II-A.

Question 15.

From the terms listed below, select those which are characteristics of overt behavior.

1. Anxiety reduction
2. Verbal activity
3. Introspective observation
4. Affective responses
5. Motor responses
6. Instinctive responses

a. 2 and 5
b. 2, 4 and 5
c. 2, 4, 5 and 6
d. 1, 2, 3, 4, 5 and 6

Answer: a Ref. CO II-A.2.

Question 24.

LTJG Robinson had just returned from a bombing mission during which his closest friend had been shot down and captured. LTJG Robinson's face mirrored pain. He refused to talk about the incident while playing cards with LT Jackson. LT Jackson asked if there was anything he could do to help.

Select the terms below which identify LT Jackson's method of observation and the type of behavior exhibited by LTJG Robinson.

a. Casual; covert
b. Natural; affective
c. Introspective; overt
d. Casual; adjustive

Answer: b Ref. CO II-A.3; B.1.b.

Question 25.

ENS Walker was standing on the quarterdeck, staring out to sea. He was thinking about his performance thus far and what it meant to his career. As his eyes scanned the waves, he noticed a man flailing desperately. He yelled, "Man overboard!" and the alarm was sounded.

From the choices below, select the method of observation ENS Walker utilized.

a. Natural
b. Perceptive
c. Interpretive
d. Casual

Answer: d Ref. CO II-B.1.a.

Question 26.

Match the terms listed below with the appropriate statement.

TERM	STATEMENT
1. Dependent variable	A. The variable that is manipulated by the experimenter and the subject
2. Independent variable	B. The variable that changes as a result of introducing a new condition
	C. The variable that determines the outcome of the experiment
	D. The variable that may be introduced, and is responsible for changes in the other variable

a. 1-A and 2-C

b. 1-B and 2-D

c. 1-C and 2-A

d. 1-D and 2-B

Answer: b Ref. CO II-B.1.d.1).b); B.1.d.1).c).

Question 10.

From the choices below, select the one which lists the steps in the application of the scientific method.

a. 1) Identify the relevant variable.
2) Introduce an independent variable.
3) Keep all dependent variables constant.
4) Observe the resulting effects of the change or new variable on the relevant variable under observation.

b. 1) State the intention, either orally or in writing.
2) State the performance in both observable and measurable terms.
3) State whether the intention-performance congruency is positive or negative.

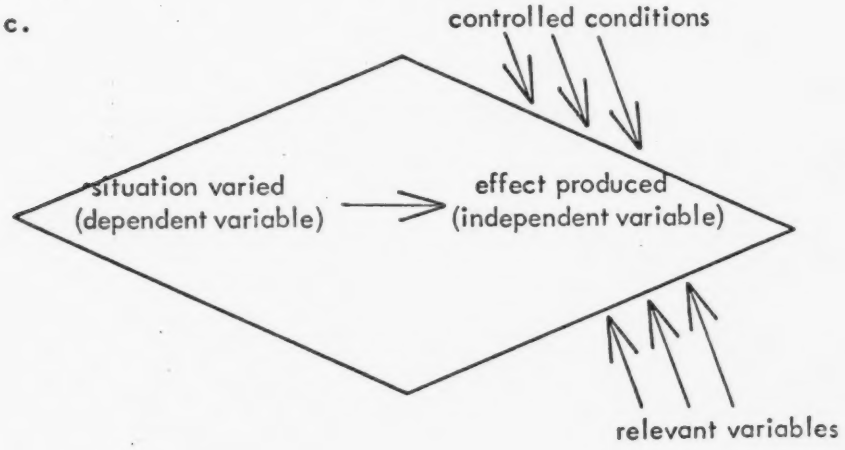
c. 1) Identify the dependent variable.
2) Introduce an independent variable.
3) Keep all other conditions constant.
4) Observe the results by looking for effects of the change or new variable on the dependent variable under observation.

d. 1) Introduce a stimulus.
2) Institute processes by which sensory information is assimilated and structured.
3) Elicit a response.
4) Encourage the feedback mechanism to signal deviation from the defined condition.

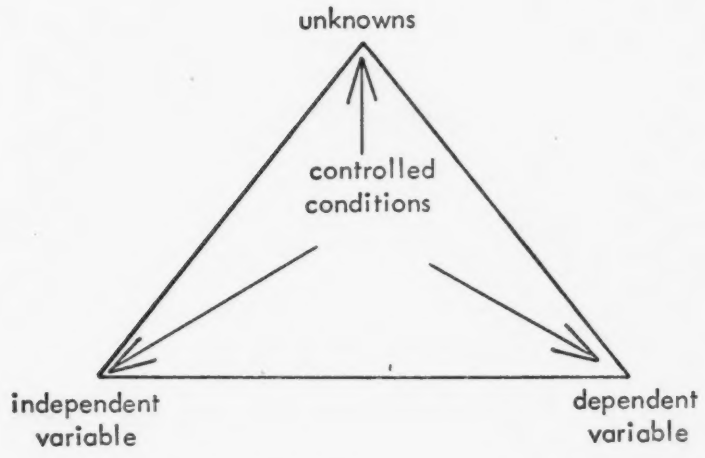
Answer: c Ref. CO II-B.1.d.2).

Continued from page 3.

c.



d.

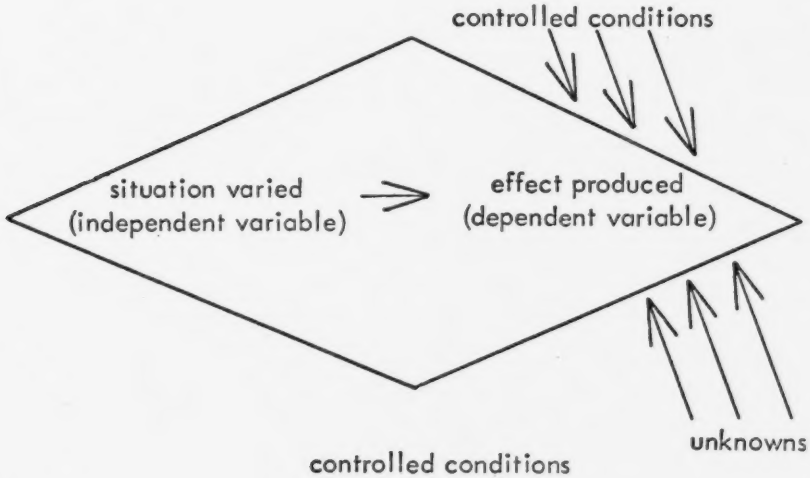


Answer: a Ref. CO II-B.1.d.3).

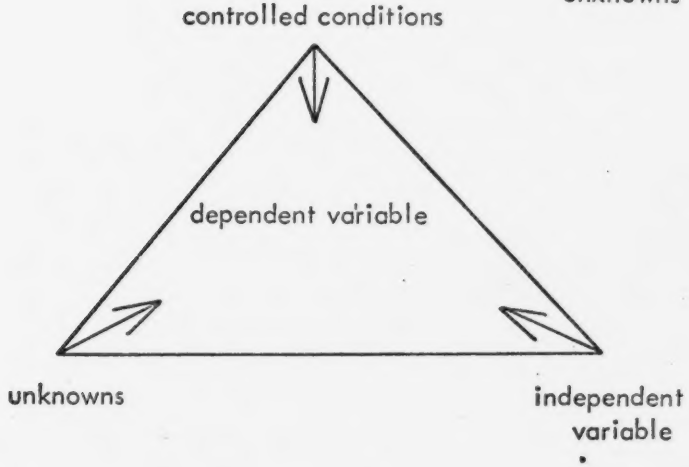
Question 3.

From the choices below, select the diagram that depicts the essence of the experimental method.

a.



b.



--continued on page -3a- --

Question 29.

Select the term which identifies a component of the adjustive behavior model.

a. Acquisition
b. Discrimination
c. Set
d. Feedback

Answer: d Ref. CO II-C.2.

Qùestion 27.

"Processes by which sensory information is assimilated and structured are always inferred, and can never be directly observed" correctly defines which of the following terms?

a. Stimulus control
b. Organization
c. Sensory discrimination
d. Adjustive behavior

Answer: b Ref. CO II-C.2.b.

United States Naval Academy

INTRODUCTION TO PSYCHOLOGY AND LEADERSHIP

PART TWO

INDIVIDUAL BEHAVIOR

Segment III

Learning

Progress Check

WESTINGHOUSE LEARNING CORPORATION

Annapolis, Maryland

1971

LEARNING

PROGRESS CHECK

Question 1.

Of the following descriptions which can be considered an example of instinctive behavior?

1) Geese flying south for the winter

2) The contraction of the pupils of the eye in response to a sudden flash of light

3) A dog coming at the call of his master

a. 1

b. 2

c. 3

d. 1 and 2

Question 2.

Of the following, the example which best distinguishes the differences between performance and acquirement is:

a. Acquirement refers to the degree of learning which can be observed; performance, to the observable improvement in a behavior.

b. Acquirement refers to the process of learning new behaviors; performance refers to any observable behavior demonstrating what the individual has learned.

c. Performance refers to the rate of learning processes; acquirement, to a requisite skill for performance.

d. None of the above

Question 3.

The following example illustrates a certain type of learning.

An alarm sounds while you are asleep on a submarine. You must determine whether it is a diving alarm or a collision alarm since you must perform certain tasks immediately if it was the collision alarm.

The type of learning involved in this situation is:

a. Discrimination

b. Problem solving

c. Verbal

d. Motor

Question 4.

An ensign on shore leave fails to show up for a scheduled plane flight. He had not thought about alternative transportation and was unable to obtain any except by public bus, which will make him several hours late. He calls and tells his Commanding Officer.

What action should the Commanding Officer take in order to cause a desirable behavior change in the ensign?

a. Provide positive reinforcement because he called.

b. Tell him off over the phone in an attempt to stimulate him to find another way back to the base, sooner than the bus.

c. Acknowledge his call; point out that you appreciate his effort to keep you informed; and make it clear that you want to discuss the matter with him upon his return to base.

d. All of the above would have equal effectiveness in changing behavior.

Question 5.

Most learning curves have an irregular nature, that is, they indicate a fluctuation of performance during learning. This can be best explained by:

a. A loss of or change in motivation

b. Presence of unconditioned stimuli

c. Both of the above

d. None of the above

Question 6.

Usually the amount of time necessary for qualification for service on a submarine is nine months. Seaman Thomas learned the various systems and procedures necessary to qualify, in five months.

The best use of positive reinforcement would be:

a. Let him go through the remaining training without taking any tests.

b. Commend him and give him his dolphins.

c. Designate him qualified now, and give him his dolphins when his class receives theirs.

d. Tell him that because he is working faster than the others he is authorized to help them learn.

Question 7.

MIDN Parker's parents have a habit of calling him once a week to find out how he is and how he is doing at the Academy. These calls often come at inconvenient times for MIDN Parker, and occasionally his parents have become concerned because they couldn't reach him immediately. MIDN Parker has complained to his parents about this, but they persist in calling.

How could MIDN Parker best extinguish this undesired behavior?

a. He accepts the calls from his parents but is extremely unresponsive and uncommunicative in conversing with them.

b. He continues to complain to his parents about the calls, stressing how inconvenient they are.

c. He continues to accept the calls from his parents, but is brief and uncommunicative in his conversations. At the same time, he establishes a habit of calling them at times convenient for him, and being extremely responsive and communicative in these calls.

d. He refuses to accept the calls from his parents and has his roommate make some excuse each time they call.

Question 8.

Which of the following most adequately states the difference between punishment and extinction?

a. Extinction refers to the withholding of all positive consequences for a response thereby eliminating that response; punishment suppresses a response by presenting an aversive stimulus following the response.

b. Punishment suppresses unwanted behavior through the presentation of positive consequences to an alternate behavior; extinction refers to suppressing unwanted behaviors through the presentation of an aversive stimulus.

c. Extinction refers to reinforcing an incompatible behavior with the one being extinguished; punishment is the withholding of positive consequences of behavior.

d. Punishment is a means of changing behavior by increasing the likelihood of some other response; extinction is a decrease in the likelihood of some response by presentation of an aversive stimulus.

Question 9.

Which two of the following phrases complete the definition?

A negative reinforcer:

1) Is that consequent event which terminates an existing aversive stimulus

2) Removes a rewarding reinforcement

3) Increases the probability of the response it is contingent upon

4) Decreases the probability of the response it is contingent upon

a. 1 and 2

b. 2 and 3

c. 1 and 4

d. 1 and 3

Question 10.

In a situation where a man is consistently late for a watch, the correct method to achieve a desirable behavior change using punishment is:

a. Make him recite "I will not be late to watch" every time he sees you.

b. Administer some after-hours instruction in promptness, and if the man continues to be late, put him on report.

c. Say nothing to the man about his continual lateness, but when the ship reaches port two weeks later, see that he is deprived of his liberty card.

d. Both a and b above

PROGRESS CHECK ANSWER AND REMEDIATION FORM

PART Two SEGMENT III

REMEDIATION TEXT Audio Script - VOL II-A

ITEM	ANSWER	REMEDIATION REFERENCE
1	a	Pages 2-3
2	b	Pages 3-4
3	a	Pages 7-8
4	c	Pages 14-15
5	a	Pages 4-5
6	b	Page 11
7	c	Page 14
8	a	Pages 14-15
9	d	Page 11
10	b	Pages 15-16
11		
12		
13		
14		
15		

PROGRESS CHECK ITEM AND OBJECTIVE MATRIX

MARCH 1971

Part Two Segment III

ITEM NO.	T. O.	E. O.
1	1	
2	2	
3	3	
4	4	
5	4a	1
6	4	4
7	7	
8	8	
9	8	1
10	9	

Question 50.

Which of the following best describes the differences between acquirement and performance?

a. Acquirement refers to a change in behavior due to conditioning; performance refers do the actual behavior elicited.

b. Acquirement refers to the process of learning new behaviors; performance refers to any observable behavior demonstrating what the individual has learned.

c. Performance is the skill involved in the acquirement process.

d. None of the above

Ans. b, Ref. 3, TO-2

PART 2 SEGMENT III

T. O. Number	TEST ITEM
1	Which of the following examples are instinctive behavior? A.) an animal salivating as a response to the sound of a metronome; B.) a knee-jerk; C.) salmon returning up stream to lay their eggs. (a) A (b) B (c) A and C (d) C answer: d
	REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
2	Which of the following best describes the differences between acquirement and performance? (a) Acquirement refers to the inference of what is learned; performance refers to a change in behavior. (b) Acquirement refers to the process of learning new behaviors; performance refers to any observable behavior demonstrating what the individual has learned. (c) Performance is the skill involved in the acquirement process. (d) None of the above. Answer: b

REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
2 E.O. 2	The correct definition of performance is: (a) The result of basic reinforcement upon development and maintenance of a habit. (b) What is inferred from overt performance. (c) An observed measure of what is learned. (d) The result of experience. answer: c

REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
3	All shipboard personnel must have a knowledge of damage control procedures. If training involves the manipulation and control of fire-fighting equipment such as the use of fire extinguishers, the predominant type of learning is: (a) Problem solving. (b) Verbal. (c) Conditioning. (d) Motor skill. answer: d

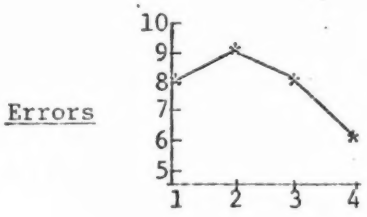
REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
4	SN Jordan failed to return from liberty in time to stand his assigned watch. As a result, relief for the man on watch was delayed until a suitable replacement for SN Jordan was located and brought to duty. The best procedure to bring about a desirable behavior change in SN Jordan would be: a. Put SN Jordan on report, and provide reinforcement for future behavior. b. Provide intermittent reinforcement for succeeding watches. c. Punish the behavior by delaying future liberty for SN Jordan. d. None of the above are sufficient for behavior change. answer: a

REVISION_____DATE:

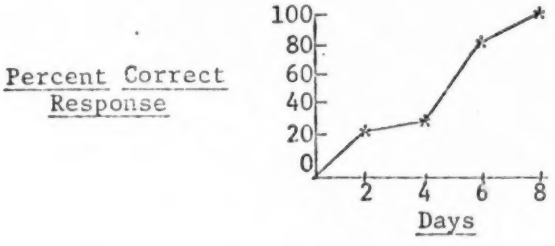
PART 2 SEGMENT III

T. O. Number	TEST ITEM
4a	The following graph depicts the number of errors made at four different stages of practice in dart throwing.  The period of most measurable improvement is: (a) From points 1 to 2. (b) From points 2 to 3. (c) From points 3 to 4. (d) From points 1 to 3. answer: c

REVISION_____ DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
4a	The following graph illustrates the percentage of conditioned responses in eyelid conditioning over several days.



The period of greatest increase in performance was:

(a) 6 to 8 days.

(b) 4 to 6 days.

(c) 4 to 8 days.

(d) 0 to 2 days.

answer: b

REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
5	A second classman consistently has an immaculate appearance at inspections, his uniform is pressed and clean, his shoes well shined, etc. His general appearance and performance is outstanding. The best examples of a reinforcing response on the part of an officer would be: (a) Several weeks later comment on his superior performance. (b) Tell him immediately that his conduct is outstanding. (c) Tell him that no one's perfect and look for some fault. (d) None of these is an adequate example of positive reinforcement. answer: b

REVISION_____DATE:

T. O. Number	TEST ITEM
6	In learning how to operate sonar equipment, the supervisor finds several men completely incompetent. The procedure which would be best to secure satisfactory performance through successive approximation is: (a) Teach the individuals how to operate the sonar equipment by supplying them with a manual. (b) Use visual aids teaching. (c) Use tape recordings of actual sounds to teach the men, then have an experienced man correct them when they first use the equipment on the ship. (d) Any of these methods is sufficient. answer: c

REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
6	An officer finds men performing poorly their first time aboard a submarine. In learning various systems to qualify for submarine duty the use of successive approximations procedures to insure satisfactory performance would have been: (a) Allow the men plenty of time to study. (b) Test over small units, then individual systems, then the entire list using performance and written tests. (c) Train the men in actual situations. (d) None of these. answer: b

REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
7	If an individual appears at inspection in a wrinkled uniform and does not perform well in drill, the most effective way to change behavior is: (a) Delay liberty and have the individual perform these tasks a number of times, reinforcing correct behavior. (b) Punish the behavior by delaying liberty for several hours. (c) Make sure the individual is aware of the regulations. (d) Both b and c. answer: a

REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
7 F.O. 1	Of the following, which is the correct definition of extinction? (a) Irregular rate of responding on non-reinforced trials. (b) The result of a negative motivation state. (c) The removal of reinforcement following the occurance of some previously reinforced response. (d) None of the above. answer: c

REVISION_____DATE:

PART 2 SEGMENT III

T. O. Number	TEST ITEM
8	Which of the following adequately characterizes the differences between negative reinforcement and positive reinforcement? (a) Negative reinforcement causes a decrease in the probability of the response through the presentation of an aversive stimulus; positive reinforcement causes an increased probability of the response through termination of an aversive stimulus. (b) Negative reinforcement results in the elimination of a response by failure to provide positive consequences to that response, positive reinforcement is that consequent event which by its occurrence increases the probability of a response. (c) Positive reinforcement refers to consequences of behavior and negative reinforcement to lack of consequences for behavior. (d) Positive reinforcement is an event which follows a response and which by its occurrence increases the probability that that response will occur again; negative reinforcement is that consequent event that increases the probability of a response which terminated an aversive stimulus. answer: d

REVISION_____DATE:

Question 5.

Select the correct general definition of learning.

a. Reinforcing event characterized by the response characteristics

b. Process which brings about a change in the individual's way of responding as a result of contact with aspects of the environment

c. That effect which occurs after a response to a particular stimulus produces consequent changes in the environment which provide feedback to modify future actions .

d. Processes by which sensory information is assimilated and structured, based on the condition of the organism and on past experience

Answer: b Ref. CO III-A.2.b.

Question 33.

FT1 Reynolds attended a training course in the use and maintenance of newly designed, sophisticated FC radar. As a result of his exemplary grades, and the favorable comments he received, he was assigned to help teach the course. After completing this assignment, FT1 Reynolds was assigned aboard a cruiser having the FC radar system he had studied and taught. He operated the system with little difficulty.

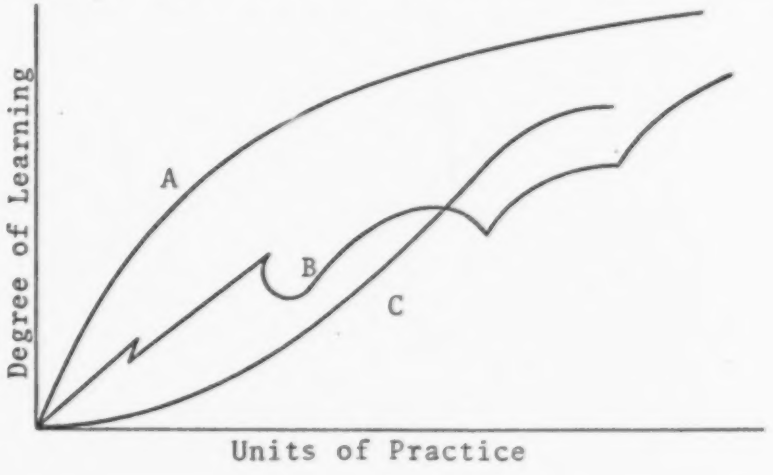
Select the statement below which specifies when FT1 Reynolds began the performance aspect that demonstrated that he had actually learned the use and maintenance of the radar.

a. FT1 Reynolds first performed by achieving high grades in the course.
b. FT1 Reynolds first performed when he taught other personnel about the radar equipment.
c. FT1 Reynolds first performed when he operated the radar aboard the cruiser.
d. FT1 Reynolds never actually performed, but rather achieved.

Answer c Ref. CO III-B.1.b and c.

Question 30.

Refer to the learning curve graph below, and select the statement which correctly explains the significance of the individual curves.



a. A illustrates little or no improvement initially; B indicates the irregular nature of most learning curves; and C indicates rapid improvement initially, then a period of steady improvement, followed by little further improvement.

b. A illustrates rapid initial improvement, followed by decreasing gains; B indicates the irregular nature of learning curves; and C indicates little or no improvement initially, then a period of steady improvement, followed by little further improvement.

c. A indicates rapid improvement, followed by a corresponding decrease in retention; B indicates rapid initial improvement, followed by a steady increase in learning; and C indicates rapid improvement, followed by slow improvement.

d. A is a typical measure of discriminative ability; B is representative of a true learning curve; and C is a measure of cumulative retention span.

Answer b Ref. CO III-B.2.a.

Question 13.

"A response learned in the presence of a stimulus that was not originally capable of arousing the response by pairing it with a stimulus which does control the response" defines which of the following terms?

a. Discrimination learning
b. Stimulus control
c. Conditioned learning
d. Positive reinforcement

Answer: c Ref. CO III-C.1.

Question 32.

Select the example below which can be identified with the concept of discrimination learning.

a. Marine LT Philips was training his troops in night patrolling. He instructed PFC Lang to freeze in the event of an enemy flare.

b. LTJG Craig was a student in a tactics class. The instructor would flash slides of ships for short time periods, and require the men to identify the destroyers.

c. LT Arnold was caught in the open when a firefight erupted. To his right was a clump of trees; to his left, a shell hole. On the basis of his training and past experience, he chose the trees as the safer place of cover.

d. CPO Morton taught a military courtesy course for recruits. He emphasized the distinguishing factors in properly rendering the hand salute individually, as members of an informal group, and as members of a working party.

Answer: b Ref. CO III-C.2.

Question 31.

LT Critchfield was the Security Officer at Byrd Naval Air Station. In recent weeks numerous unauthorized personnel had entered the Base. Reports of theft and vandalism increased. Consequently, CAPT Allard, the Base Commander, told LT Critchfield that more thorough security systems should have been instituted. When these theft reports came to his attention, LT Critchfield made more frequent and thorough identification checks, since Navy regulations clearly delineate a Security Officer's responsibilities in this area.

Select the phrase below which correctly identifies the control stimulus in the above situation.

a. Theft and vandalism reports.
b. Ineffective security procedures
c. Navy regulations
d. LT Critchfield's concern

Answer: a Ref. CO III-D.1.a.

Question 9.

Dr. Locke is teaching an undergraduate class in computer science. The course material is extremely difficult and the class is not performing as expected, largely due to a lack of motivation.

Select the statement below which describes a method which most likely will aid Dr. Locke in accomplishing his task.

a. Dr. Locke should attempt to apply the scientific method of isolating variables to his class situation.
b. Dr. Locke should employ methods of both simultaneous and successive presentation.
c. Dr. Locke should employ methods of distributed practice since computer science deals with logical reasoning.
d. Dr. Locke should employ control stimuli, positive reinforcement, or aversive stimulation.

Answer: d Ref. CO III-D.1.a; D.3; D.4

Question 40.

Select the term for the process described by the following statement:

A primary objective of a leader is to modify subordinate behavior by identifying the stimuli which currently control behavior, determining the components of the desired performance, and arranging the conditions to obtain the desired result.

a. Conditioning
b. Stimulus control
c. Attitude modification
d. Extrinsic reinforcement

Answer: b Ref. CO III-D.1.b.

Question 8.

"An event which increases the probability that the response which produced the event will recur" defines which of the following terms?

a. Shaping performance
b. Conditioning
c. Extinction
d. Positive reinforcement

Answer: d Ref. CO III-D.3.a.

Question 34.

"The elimination of a response from an individual's repertoire through the withholding of all positive consequences for that response" correctly defines which of the following terms?

a. Negative reinforcement
b. Negative feedback
c. Extinction
d. Differential reinforcement

Answer: c Ref. CO III-D.3.c.1).

Question 28.

Match the terms listed below with the appropriate examples.

TERM	EXAMPLE
1. Fixed ratio	A. LTJG Flower inspected his section frequently, and at irregular intervals.
2. Fixed interval	
3. Variable ratio	B. ENS Korn did not praise his Enginemen excessively; however, he always praised them when their performance on a particularly difficult mission was outstanding.
4. Variable interval	
	C. LT Skinner anticipated receiving a plaque signifying completion of 200 combat missions.
	D. LTJG Sicoli recommended his men for a Good Conduct Medal after three years of exemplary service.

a. 1-A, 2-B, 3-C, and 4-D

b. 1-C, 2-B, 3-A, and 4-D

c. 1-C, 2-D, 3-B, and 4-A

d. 1-B, 2-C, 3-D, and 4-A

Answer: c Ref. CO III-D.3.b.3).a).2).

Question 36.

Marine CAPT Jones was leading his men through a deserted hamlet when they were ambushed by an enemy force. The men ran for cover and returned fire with automatic weapons. The enemy ceased firing and fled.

Select the term below which identifies the operating principle used in determining the unit's response.

a. Avoidance learning
b. Closure
c. Escape learning
d. Instinctive behavior

Answer: c Ref. CO III-D.4.b.1).a).

Question 16.

LTJG Reynolds was noted as a strict disciplinarian and efficient administrator. Deviation from the norms he established was cause for an Article 15. LTJG Reynolds felt he maintained the unit well using this method. He was also generous with praise when merited.

Select the statement below which correctly identifies the psychological principle in operation.

a. Generally, punishment only temporarily eliminates learned responses. When a response is strongly motivated and there is no alternative response, punishment is relatively ineffective in eliminating behavior.

b. Punishment may serve as a cue function. In effect, punishment may be used to signal a wrong response so that a correct one may be reinforced and the wrong one extinguished.

c. When an individual responds in a certain way to a given stimulus, that stimulus can be considered to control behavior. Thus a good leader who seeks this objective must first identify the stimuli which currently control the behavior of the subordinate and then determine the components of the performance.

d. Mediational devices increase retention by virtue of the fact that meaningful responses already within a person's repertoire are associated with new stimuli.

Answer: b Ref. CO III-D.4.e.2).

United States Naval Academy

INTRODUCTION TO PSYCHOLOGY AND LEADERSHIP

PART TWO

INDIVIDUAL BEHAVIOR

Segment IV

Factors Affecting Learning

Progress Check

WESTINGHOUSE LEARNING CORPORATION

Annapolis, Maryland

1971

FACTORS AFFECTING LEARNING

PROGRESS CHECK

Question 1.

PO1 Tracy, a basic electronics instructor, always made it a point to compliment his students when their work warranted it. His class was assembling an instruction kit for a power supply. SA Cale, whose performance had been satisfactory, was having difficulty with the power supply section.

PO1 Tracy observed SA Cale for serveral minutes and then in a quiet voice talked to him asking him questions and correcting SA Cale's wrong responses. PO1 Tracy let SA Cale know when he thought that Cale had fully comprehended the material. PO1 Tracy publicly complimented Cale and encouraged other members of the class to do as well as Cale.

From the following choices, select the best method used by PO1 Tracy in the above example to teach the task.

a. Extrinsic reinforcement and intrinsic reinforcement

b. Feedback as an incentive and as a basis for adjusting behavior

c. Intrinsic reinforcement

d. Feedback as a basis for adjusting leader behavior only

Question 2.

From the following choices, select the two statements that respectively represent extrinsic and intrinsic reinforcement.

1) ENS Pratt consistently praises his men for jobs well-done, and gives rewards when they are deserved.

2) ENS Banner gives clear, concise instructions and then tests the men to see if they understand.

3) ENS Howe believes in physical fitness and practices PT for one hour each day.

4) ENS Slater informs his men about their progress and the relationship of their achievement to their behavior.

a. 3 extrinsic and 4 intrinsic

b. 2 extrinsic and 4 intrinsic

c. 1 extrinsic and 2 intrinsic

d. 1 extrinsic and 3 intrinsic

Question 3.

SN Roth was attending classes on how to use a soldering iron to make good solder joints in electronic equipment. Although he has studied the instruction material, he consistently made "cold" solder joints during practice. After several failures, SN Roth noticed that the soldering iron was not hot enough to completely melt the solder. He then remembered reading about this problem in the instruction material. When the solder was finally melting properly, SN Roth associated the flowing metal with samples of mercury he had seen before, and how the constant flow of metal left an evenly soldered joint. After several more practice attempts, SN Roth was able to make a good solder joint.

From the following choices, select the methods SN Roth used to learn his task.

a. Acquisition, motivation, and feedback

b. Meaningfulness, mediation, and distribution of practice

c. Extrinsic reinforcement, mediation, and feedback

d. Mediation, retention, and distribution of practice

Question 4.

From the following choices, select the statement that best describes the effect meaningfulness has on learning.

a. As meaningful association and meaningfulness of the task increases, fewer trials are necessary for learning.

b. Meaningfulness is a characteristic of learning that increases as the task progresses toward completion.

c. Meaningfulness and learning are functionally unrelated; thus the former does not affect learning rate.

d. Meaningful responses in an individual's repertoire do not increase his capability for learning new material.

Question 5.

From the following choices, select the statement that best describes the advantages of distributed practice.

a. Distributed practice is useful for learning ideas, principles and solving logical reasoning problems.

b. Distributed practice reinforces learning by using association, mediators, and positive transfer characteristics.

c. Distributed practice avoids dependency on the rote learning and the task vs. learning principles.

d. Distributed practice avoids the lowered efficiency caused by fatigue or boredom and is superior for rote learning up to a certain level of complexity.

Question 6.

LT Groves was conducting a basic training course on an M-60 air-cooled machine gun. PFC Colt accidentally dozed off for about five minutes of the lecture. However, he listened very closely to the summary the LT gave at the end of the lecture.

When PFC Colt was called to the firing line a few days later, he was unable to work the machine gun. He checked the mechanism and cleared the weapon several times. LT Groves finally had to show him how to set the header spacing.

From the following choices, select the statement that indicates the probably cause for PFC Colt's loss of retention.

a. PFC Colt dozed off because of keen competition in the field.

b. PFC Colt's original learning was inadequate because he heard only the summary statement concerning machine gun maintenance.

c. The time factor of a few days caused PFC Colt to forget the information he had learned.

d. PFC Colt was under stress and didn't respond correctly on the firing line, even though he knew what was required to make the machine gun operate.

Question 7.

In his fifth year as a Navy pilot, LCDR Abelman successfully completed transitional training from single-engine fixed-wing aircraft to rotary-wing aircraft. During training considerable stress and practice was given to emergency landing procedures, which are completely different from the procedures for fixed-wing aircraft. LCDR Abelman had no difficulty with the training and simulated emergency landings.

A few months after his assignment to a helicopter squadron, this pilot was returning to base at the end of a mission. Weather conditions had deteriorated during his mission and he was now faced with landing his "chopper" in rain, reduced visibility and winds gusting to force 3. As he approached the designated landing pad at 300 feet, the helicopter's engine failed without warning. Under the pressure of these circumstances, LCDR Abelman swiftly applied the proper emergency landing procedures--for fixed-wing aircraft. The helicopter crashed and, though crew injuries were light, the chopper was a total loss.

Select the statement which best describes the type of learning transfer that occurred during LCDR Abelman's training in emergency procedures.

a. Neutral/retroactive transfer

b. Negative transfer

c. Stimulus transfer

d. Positive transfer

Question 8.

MIDN Lane was having difficulty with History during the first few weeks of the course. From the following choices, select the statement that describes the approach he should employ to promote his retention of the subject material.

a. MIDN Lane should increase the amount of initial learning by continually practicing after acquirement.

b. MIDN Lane should review the learned material as soon as possible after learning, and as often as possible or necessary.

c. MIDN Lane should use mediation devices to increase retention.

d. All of the above

Question 9.

From the following choices, select the statement that correctly defines retroactive inhibition.

a. Retroactive inhibition refers to the reinforcement of highly similar responses by previous learning.

b. Retroactive inhibition is a state of learning resulting in fatigue, boredom, and lowered efficiency.

c. Retroactive inhibition refers to interpolated learning that may result in decreased performance on the original task.

d. Retroactive inhibition refers to difficulty in new learning due to competition.

Question 10.

MIDN Jarvis is having academic difficulties in remembering the correct method of solving explosives problems in the chemistry course. What principles of review should he employ to assist in increasing his retention of the material presented in class?

a. MIDN Jarvis should take detailed notes but wait until the next day to review them and concentrate on a noncompetitive subject as soon as possible after the chemistry class.

b. MIDN Jarvis should take mental notes only concentrating on what was said in class, get plenty of sleep the following night, and then write the notes out the next day.

c. As soon as possible after the class, MIDN Jarvis should practice doing the explosives problems, making mental and written notes as necessary. He should increase his practice time on the explosives problems between chemistry classes.

d. MIDN Jarvis should review the material only the night before scheduled chemistry classes and make the review the last thing before going to sleep.

PROGRESS CHECK ANSWER AND REMEDIATION FORM

PART Two SEGMENT IV

REMEDIATION TEXT Audio Script - VOL II-A

ITEM	ANSWER	REMEDIATION REFERENCE
1	b	Pages 4-6
2	d	Pages 1-4
3	b	Pages 6-12
4	a	Pages 6-7
5	d	Pages 10-12
6	b	Pages 15-16
7	b	Pages 12-14
8	d	Pages 15-20
9	c	Pages 16-17
10	c	Pages 17-20
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12		
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PROGRESS CHECK ITEM AND OBJECTIVE MATRIX

MARCH 1971

Part Two Segment IV

ITEM NO.	T. O.	E. O.
1	1	
2	1	1
3	2	
4	2	1
5	2	3
6	4	
7	3	
8	4	3
9	4	1
10	5	

Question 21.

From the choices below, select the statement that correctly describes an advantage of massed practice.

a. Massed practice is advantageous when used for logical reasoning problems.

b. Massed practice is effective when prior learning is used to promote new learning.

c. Massed practice is advantageous as a technique for enforcing learned responses.

d. Massed practice reinforces learning by rote and repetition.

Ans. a, Ref. 2.4, TO-2/EO-3

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
1 (EO-2)	From the choices below, select the statement that correctly describes the principle of immediate provision of reinforcement. 1. ENS Long expressed favorable approval of SN Masters after Masters had done an outstanding job. 2. ENS Locke sent a letter of appreciation to SN Paine, on the first of the month, for outstanding performance of duty. 3. ENS Lane adhered to regulations and severely reprimanded the men who violated regulations. 4. ENS Lorne provided meaningful associations with the task to enhance learning and reinforcement. a. 1 and 4 b. 1 and 2 c. 2 and 3 d. 2 and 4 correct answer: a
	REVISION_____ DATE:

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
2 (EO-1)	From the choices below, select the statement that best describes the effect meaningfulness has on learning. a. Meaningfulness allows the person to associate his achievement with the outcome of his behavior. b. Meaningfulness increases the incentive to perform a task with greater efficiency. c. Meaningfulness utilizes previously learned concepts, and provides an opportunity for learning new skills. d. Meaningful associations with a task shortens the learning curve for that task. correct answer: d
	REVISION_____ DATE:

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
2 (EO-3)	From the choices below, select the statement that best describes the advantages of massed practice. a. Massed practice avoids low efficiency caused by fatigue or boredom and is superior for rote learning. b. Massed practice is advantageous because it uses the concept of correcting errors and increasing learning by repetition. c. Massed practice is advantageous when used for learning ideas, principles and solving logical reasoning problems. d. Massed practice increases retention by applying previously learned knowledge and formed experience to a problem. correct answer: c
	REVISION_____ DATE:

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
3 (EO-1)	From the choices below, select the statement that best describes the difference between positive and negative transfer. a. Negative transfer may inhibit previously learned response whereas positive transfer will not. b. Positive transfer may inhibit a previously learned response and negative transfer will not. c. Negative transfer reinforces a previously learned response, and positive transfer does not. d. None of the above. correct answer: a
	REVISION_____ DATE:

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
4 (EO-1)	From the choices below, select that statement that correctly defines retroactive inhibition. a. Retroactive inhibition exists when stimuli used in prior activities are related to new responses. b. Retroactive inhibition exists when conflicting associations must be learned. c. Retroactive inhibition exists when highly interpolated learning might result in decreased performance on the original task. d. Retroactive inhibition exists when a mediation device is used to enforce a previously learned response. correct answer: c
	REVISION _____ DATE:

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
4 (EO-2)	Select the statement that describes a loss of retention due to inadequate original learning. a. MIDN Scott was doing his English assignment during his history lecture. As a result he failed his history exam. b. MIDN Crandall paid strict attention to a lecture on tactics. He could not review the material soon after the lecture. The "tactics" questions on the exam were difficult for him. c. MIDN Jones paid attention in class and reviewed his learned material several times. He had difficulty with his exams, but managed to pass them. d. MIDN Moore paid attention in class, reviewed the learned material once, and never had difficulty with his exams. correct answer: a
	REVISION_____ DATE:

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
5	Read the following: MIDN Lake attended a basic electronics lecture concerning Ohm's Law. When he left class, he know the inter-relationships of current voltage and resistance. From the choices below, select the best approach MIDN Lake should adopt to promote retention of the material. (a) Continue practicing the concept of Ohm's Law, review the material, and devise a mediation diagram. (b) Promote applicability of the subject material and increase the incentive for learning. (c) Remember Ohm's Law by association. (d) Memorize the material and be periodically quizzed to increase retention. Correct answer: a

REVISION_____DATE:

PART 2 SEGMENT IV

T. O. Number	TEST ITEM
5 (EO-1)	From the choices below, select the statement that correctly describes the principles of review to employ in increasing retention. a. Overlearning, competition, and extended time increase retention. b. Response enforcement, competition and stimuli sequence increase retention. c. Overlearning, continually review of the material, and mediation devices increase retention. d. Acquisition of the subject matter, overlearning the material, and repetition of review increases retention. correct answer: c
	REVISION_____ DATE:

Question 37.

LTJG Smith was assigned to Washington, D.C., following one year at sea. LT Falk, his supervisor, played squash in the gym most evenings after duty hours, and used to say that he could not play enough squash to suit him. Although LTJG Smith found squash physically exhausting after the day's work, he persevered and in a short time was able to give LT Falk a pretty good match.

Select the factor below which affected LTJG Smith's learning.

a. Incentive
b. Competition
c. Ego gratification
d. Negative reinforcement

Answer: a Ref. CO IV-A.1.

Question 19.

Match the list of reinforcement terms with their corresponding examples.

TERMS	EXAMPLES
1. Extrinsic	A. Awards and decoration
2. Intrinsic	B. Imitation of behavior
3. Differential	C. Hobbies
	D. Article 15

a. 1-A, 2-C, 3-D

b. 1-B, 2-A, 3-C

c. 1-A, 2-C, 3-B

d. 1-C, 2-B, 3-D

Answer: c Ref. CO IV-A.1.a., b.3.
V-B.4.b.2).a).

Question 22.

From the list of terms below select the factor which most strongly affects initial learning.

a. Timely reinforcement

b. Introspective observation

c. Antecedent environmental conditions

d. Memorization

Answer: a Ref. CO IV-A.1.a.3).

Question 2.

MIDN Lowe was studying symbolic logic as a prerequisite to other philosophy courses. The course involved the extensive use of logical reasoning.

Select the learning technique which MIDN Lowe should employ to best learn the material presented.

a. Differential reinforcement

b. Distributed practice

c. Intermittent scheduling

d. Massed practice

Answer: d Ref. CO IV-A.s.c.3).b).

Question 38.

From the terms listed below, select those which are prerequisites of a task to be learned.

1. Acquisition
2. Meaningfulness
3. Conflicting associations
4. Effects on motivation
5. Distribution of practice
6. Use of mediators

a. 1, 4, 6
b. 2, 3, 6
c. 2, 5, 6
d. 3, 4, 5

Answer: c Ref. CO IV-A.2.

Question 7.

LT Grimes was training as a platoon leader prior to embarking upon an assignment in Vietnam in the same capacity. His instructor lectured on motivating subordinates and establishing esprit de corps. LT Grimes realized the role these factors played in a combat unit. He understood the consequences of his possible failure to produce these conditions among his subordinates. He passed this portion of his course with high grades.

Select the term below which identifies the new task characteristic which affected LT Grimes' retention.

a. Logic

b. Feedback

c. Meaningfulness

d. Incentive

Answer: c Ref. CO IV-A.2.a.

Question 17.

Which of the following is the correct operational definition of "mediator"?

a. A meaningful response already in a person's repertoire which can aid in the learning of new tasks by associating the meaningful response with new stimuli
b. A stimulus which motivates a person to action (performing or engaging in a task), but which has no inherent relationship to the task
c. A consequent event which terminates an existing aversive stimulus and thus increases the probability of the response it is contingent upon
d. A device which tends to fill in the gaps in stimulation so that the stimulus is perceived as a whole object and not as disjointed parts

Answer: a Ref. CO IV-A.2.b.1).

Question 18.

LTJG Wright was an F4 pilot flying combat support missions in Viet Nam. After completing his tour of duty, he returned to the States and began training as a helicopter pilot. After weeks of training, he and another student flew without an instructor. Fifteen minutes after taking off, the main rotor ceased to operate. Faced with the immediate prospect of crashing, LTJG Wright initiated emergency procedures. LTJG Wright died in the crash because the procedures he tried were those he used when flying fixed wing aircraft.

Select the term below which identifies the learning principle in operation.

a. Positive transfer
b. Retroactive inhibition
c. Negative transfer
d. Intention-performance incongruency

Answer: c Ref. CO IV-A.3.b.

Question 12.

MIDN Scott was taking an elementary French course. It was the first class he attended in the morning. The professor attempted to cover two lessons each week. After many hours of study, MIDN Scott understood the content of Lesson 5. After studying Lesson 6, the class was quizzed on Lesson 5. This quiz was administered one week after having completed Lesson 5. MIDN Scott failed the test.

From the choices below select the principle probably responsible for MIDN Scott's decreased retention.

a. Inadequate original learning.
b. Retroactive inhibition competition
c. Passage of time
d. Overlearning

Answer: b Ref. CO IV-B.1.a.

Question 4.

Select the statement below which correctly describes the operational definitions used by psychologists.

a. Psychologists use operational definitions which clearly identify the component parts of the experimental method when applied to real-life situations.
b. Psychologists use operational definitions to conceptualize the roles played by the dependent and independent variables.
c. Psychologists use operational definitions which define concepts in terms of the observable operations used to measure them.
d. Psychologists use operational definitions as a mediating device to aid in learning new tasks.

Answer: c Ref. CO IV-B.2.b.

Question 11.

LTJG Mundt was Officer-in-Charge of the LCU Ramp on the Perfume River. About four blocks east of his location was a deserted five-story hotel. One night LTJG Mundt noticed a light flashing at regular intervals from the top of the hotel. Another light was seen flashing from a sampan up the river, seemingly in response to the light from the hotel. Ten minutes following the flashing, the LCU Ramp received three rounds of 122 mm rocket fire. Three nights later, this same phenomenon resulted in four casualties. When LTJG Mundt saw the lights flashing a week later, he ordered his men into their bunkers. The Ramp received two rounds of enemy rocket fire.

Select the statement below which best evaluates the situation.

a. LTJG Mundt learned based on the principle of negative reinforcement.

b. LTJG Mundt learned based on the principle of escape learning.

c. LTJG Mundt learned based on the principle of reinforcement similarity.

d. LTJG Mundt learned based on the principle of sequence similarity.

Answer: d Ref. CO IV-B.2.c.

United States Naval Academy

INTRODUCTION TO PSYCHOLOGY AND LEADERSHIP

PART TWO

INDIVIDUAL BEHAVIOR

Segment V

Attention and Perception

Progress Check

WESTINGHOUSE LEARNING CORPORATION

Annapolis, Maryland

1971

ATTENTION AND PERCEPTION

PROGRESS CHECK

Question 1.

SMSN Hughes was a signalman on the USS Canberra. During a training exercise, Hughes was directed to contact the USS Boston. Several smaller escort vessels were in the area during the maneuvers and, unable to distinguish one type of vessel from another, Hughes tried to contact one of the escort vessels by mistake.

Select the appropriate type of remedial training SMSN Hughes evidently needs in the situation above.

a. Stimulus generalization training

b. Signalman training

c. Discrimination training

d. All of the above

Question 2.

Select the correct definition of attention.

a. Any observing perception or orientational response in which the individual distinguishes a variety of stimuli within his absolute and differential thresholds

b. Any response which the individual has permanently resolved to keep foremost in his conscious thought patterns

c. Any perception or response which the individual compulsively interprets on the basis of his sensory perception

d. Any response in which the individual selects or distinguishes a specific stimulus from the general stimulus complex presented by our environment at any given time

---

Question 3.

If one extends his hand above his head and looks at it with the fingers spread out and against the background of the ceiling, one could describe this perception as which of the following relationships?

a. Figure-ground

b. Grouping

c. Closure

d. Contour

Question 4.

Select the phrase which identifies the cause of the misperception in the following example.

Marine LT Jacobs had recently completed a 13-month tour in Vietnam. During this time, his unit was subjected to repeated mortar attacks. LT Jacobs' first reaction was to throw himself to the ground.

While walking behind the end zone at the Army-Navy game, Navy scored a touchdown. As usual, a cannon was discharged immediately thereafter. LT Jacobs threw himself to the ground.

a. Stimulus immobilization
b. Recognition confusion
c. Stimulus generalization
d. Stimulus disassociation

Question 5.

SM3 Howard was asked to study the basic silhouette of a particular type of enemy destroyer and was given a verbal description of its distinguishing features. After a few moments study he was shown several photos of destroyers, one at a time, and asked to identify the original destroyer when it appeared.

Which method of discrimination training is described above?

a. Successive presentation
b. Random presentation
c. Simultaneous presentation
d. Group presentation

Question 6.

LT Rosenberg informed ENS Barett that secret orders had just been received for the ship's immediate departure for the South China Sea, and ordered him to load ship's supplies as quickly as possible. ENS Barett began the loading task but did not encourage speedy completion since he did not want to have to explain "why" to the crew. Further, ENS Barett had been fooled once before by LT Rosenberg, who had used the "secret departure orders" ploy to urge completion of a loading task earlier than necessary.

The ship did have secret departure orders and confusion reigned during the final hours to complete the loading of stores.

ENS Barett obviously misperceived the situation and failed to respond properly. Select the reason for his misperception.

a. Denial of source credibility

b. Attitude preservation by selective interpretation

c. Desire to reduce anxiety

d. Reinforced prejudice

Question 7.

From the following examples of misperception, select the identifying phrases which correspond to the order of the examples.

1) LT Ignatus believed that the southerners in his unit would not perform to the best of their ability because all his CPOs were New Yorkers.

2) ENS Woodruff thought that card playing was morally degrading to the young sailors in his unit yet he approved of his wife playing bridge once a week.

3) LTJG Braen told his men that nothing was more important than achieving better results on their monthly inspection. He had told them that each month; yet, when the unit continually failed to achieve better results, he failed to take corrective action.

a. 1) Identity with the group; 2) stereotyping and prejudice; 3) denial of source credibility

b. 1) Selective interpretation; 2) stereotyping and prejudice; 3) identity with the group

c. 1) Stereotyping and prejudice; 2) selective interpretation; 3) denial of source credibility

d. 1) Stereotyping and prejudice; 2) denial of source credibility; 3) selective interpretation

Question 8.

Select the paragraph which describes the nature of social pressures.

a. Social pressures develop from society's ability to adopt necessary changes by evolution. Anyone who advocates more rapid change is generally ignored by the rest of society.

b. Social pressures result from the individual's inability to create original thoughts or values. Society prevents individual deviations from established norms.

c. Social pressure is the differential reinforcement by families, schools, peer groups and others, which prompts individuals to respond in a certain way. Socially approved role models assist in defining acceptable behavior.

d. Social pressures develop from the consensus of the elite that all established norms should be rigorously adhered to by its members. Deviation is usually easily recognized; thus forces are quickly mobilized against it.

Question 9.

BM3 Solowolski was the only member of his cultural background in his boat crew. BMSN Nevitts openly expressed his resentment of Solowolski and frequently made bigoted remarks about him to the other members of the boat crew in Solowolski's absence. When Solowolski gave Nevitts an order with the rest of the crew, Nevitts was visibly very bored and complained a great deal. Often, Nevitts tried to convince the rest of the crew that he was being singled out by Solowolski for extra duty.

From the following choices, select the apparent cause for BMSN Nevitt's perception of his relationship with BM3 Solowolski.

a. Denial of source credibility

b. Anxiety reaction

c. Maintenance of group identity

d. Stereotyping and prejudice

PROGRESS CHECK ANSWER AND REMEDIATION FORM

PART Two SEGMENT V

REMEDIATION TEXT Audio Script, VOL-II-A

ITEM	ANSWER	REMEDIATION REFERENCE
1	c	Pages 1-3, 13-15
2	d	Pages 1-3, 7
3	a	Pages 10-11
4	c	Page 16
5	a	Pages 13-15
6	a	Pages 21-22
7	c	Pages 15, 19-21, 25
8	c	Pages 22-23, 26-27
9	d	Pages 19-21, 24-25
10		
11		
12		
13		
14		
15		

PROGRESS CHECK ITEM AND OBJECTIVE MATRIX

MARCH 1971

Part Two Segment V

ITEM NO.	T. O.	E. O.
1	2	
2	1	1
3	1	
4	2	2
5	2	1
6	3	
7	3	3
8	3	1
9	3	4
10	4	

PART 2 SEGMENT V

T. O. Number	TEST ITEM
1 (EO-2)	From the choices below, match the appropriate items with each of the five senses. 1. sight 2. taste 3. smell 4. touch 5. hearing A. loudspeaker B. silkiness C. sugar D. perfume E. television screen F. water 1 2 3 4 5 a. A, C, D, F, B b. E, C, D, B, A c. F, D, E, C, A d. C, E, F, B, A correct answer: b
	REVISION_____ DATE:

PART 2 SEGMENT V

T. O. Number	TEST ITEM
2	Read the following example: QM2 Bronson was quartermaster aboard the U.S.S. O'Hare. He was ordered to develop a navigational routing through restricted waters southwest of Key West, Florida. However, Bronson was unable to satisfactorily interpret the hydrographic charts and failed to complete his assignment. From the choices below, select the appropriate remedial action for the situation described above. a. Recognition/discrimination reeducation b. Successive discrimination reeducation c. Simultaneous and/or successive presentation reeducation d. Identification reeducation correct answer: a
	REVISION_____ DATE:

PART 2 SEGMENT V

T. O. Number	TEST ITEM
3 (EO-1)	ENS Foster's Repair Division was comprised of men from the southern and western states. When Bostonians CPO Fletcher and PO Hicks were assigned to the division, ENS Foster thought an inflammatory situation might arise. He feared that the men of the Repair Division would react unfavorably toward both Fletcher and Hicks. Select the appropriate social pressure underlying ENS Foster's perception of the situation. a. Maintain group identity b. Selective interpretation c. Stereotyping and prejudice d. Ego protection correct answer: c
REVISION_____DATE:	

PART 2 SEGMENT V

T. O. Number	TEST ITEM
3 (EO-2)	CPO Fleming informed LTJG Hickman that repairs on the disabled F-4 Phantom Jet could not be accomplished on board the carrier in the time presently allotted. LTJG Hickman said that was ridiculous. Hickman told CPO Fleming to assign more repairmen to the F-4, despite Fleming's protests about the lack of skilled personnel. Select the source of the bias which caused LTJG Hickman's misperception of the situation. a. Selective interpretation b. Suppression of ego protection c. Denial of source credibility d. Ego gratification correct answer: c
	REVISION_____ DATE:

PART 2 SEGMENT V

T. O. Number	TEST ITEM
3 (EO- 3)	From the choices below, select the paragraph that correctly describes the development of social pressure. a. Through differential reinforcement, society establishes basic contingencies so that people learn to respond to such things as schools, family and self. b. Each individual, learning from individual experience and out of a fear of punishment in terms of social abandonment, learns to adapt to the basic organizational requirements. c. Through differential reinforcement and extensive punitive action, society establishes basic laws and penal codes which prevent deviation from prescribed social standards. d. None of the above. correct answer: a
	REVISION_____ DATE:

PART 2 SEGMENT V

T. O. Number	TEST ITEM
3 (EO- 4)	LT Sella was faced with a problem similar to those he had confronted in the past. The time he had been allotted for completion of the mission had been cut during his unit's attempt at mission accomplishment. Usually, an additional number of men could effectively alleviate the situation; but this obviously depended upon the availability of skilled personnel. His present mission's time limit was reduced by 50%; consequently LT Sella increased manpower 50% without regard for allocation of resources based upon skill. Select the statement which best identifies the characteristics of LT Sella. a. LT Sella is primarily concerned with ego gratification, therefore he finds efficient solutions to his problems. b. LT Sella's internal needs, such as anxiety reduction, cause him to make decisions which do not reflect the realities of the situation. c. LT Sella responds to a stimulus in a restricted way because it bears similarity to previously encountered situations; thus he ignores a variety of alternate response possibilities. d. LT Sella's innate fear of the unknown causes him to react contrary to his past experiences, thus creating new unmanageable situations. correct answer: c
	REVISION_____ DATE:

Question 14.

Select the statement below which correctly describes the factors affecting attention.

a. Attention is affected by familiarity, attitudes and stimulus generalization.
b. Attention is affected by sensory discrimination, and by certain characteristic ways of attending to stimuli which may be innate or learned at a very early age.
c. Attention is affected by ego protection, anxiety reduction and ego gratification.
d. Attention is affected by source credibility, suppression of information and selective interpretation.

Answer: b Ref. CO V-A.2.a; A.2.b.

Question 6.

From the list of terms below, select those which are characteristic of organizational tendencies affecting attention.

1. Closure
2. Proximity
3. Figure ground perception
4. Similarity
5. Continuation
6. Grouping

a. 1, 2, and 5
b. 1, 3, and 6
c. 2, 4, and 6
d. 3, 5, and 6

Answer: b Ref.) CO V-A.2.b.

CUMULATIVE POST-TEST ONE

Question 1.

Select the definition below which correctly describes social pressure.

a. The process which brings about a change in the individual's way of responding as a result of contact with aspects of the environment

b. The process by which group identity is maintained, and the tendency to view members of groups and organizations as having the same general characteristics

c. The process which produces the valued outcome of what an individual has learned or acquired

d. That component of a system which detects and signals deviation of the output from a defined condition

Answer: b Ref. CO V-B, 4.b.

Question 20.

Marine LT Lampo was leading his platoon on a search mission when they discovered an extensive network of enemy caves and tunnels. His standing orders were to confiscate all enemy equipment and destroy the caves, but he had planned to link up with another platoon in an hour. In deciding between the two courses of action, he responded as in previous cases of a similar nature by taking time to destroy the tunnel network and then moving on.

Select the term below which identifies the reason for LT Lampo's actions.

a. Intention-performance congruency
b. Instintive behavior
c. Set
d. Anxiety reduction

Answer: c Ref. CO V-B.2.c.

Question 39.

ENS Proudfoot was a competent officer who performed his duties well. He presented, however, a periodic discipline problem for his superiors – usually after a social evening involving drinking. He would announce to his associates in advance that, due to his Indian heritage, he could not hold his liquor. He would then become intoxicated, and demonstrate overt hostilities in discussing the Government's treatment of American Indians.

From the choices below, select the form of social pressure affecting ENS Proudfoot's behavior.

a. Selective interpretation
b. Maintenance of group identity (cultural background)
c. Conformity to group consensus (social taboos)
d. Stereotyping and prejudice

Answer: b Ref. CO V-B.4.b.1)b)

Question 35.

"Reinforcement of only those responses which are to be strengthened; elimination of undesired behavior" correctly defines which of the following terms?

a. Discrimination reinforcement
b. Reinforcing incompatible behavior
c. Intrinsic reinforcement
d. Differential reinforcement

Answer: d Ref. CO V-B.4.b.2).

Question 21.

Select the statement below which correctly describes the effect of attitudes on perception.

a. A person displays a willingness to respond to a stimulus in a restricted way because it bears similarity to previously encountered situations, thus ignoring a variety of alternate response possibilities.

b. An individual responds in a certain way to a given stimulus, depending upon his preconceived attitude toward that stimulus.

c. A person tends to perceive selectively those stimuli which fit his beliefs, and pays little attention to other factors.

d. A person tends to selectively perceive those stimuli which are rewarding, ignoring those that might possibly be punishing.

Answer: c Ref. CO V-B.3.